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workhouse, a considerable variety of trades and handicrafts is followed:

Tailors, shoemakers and cloggers, coopers, turners, joiners and cabinet-makers, painters, and glaziers, brush-makers, locksmiths, tanners, paper-hangers, bookbinders, straw-plaiters, masons, and potters.

In Germany, however, wood-chopping is still a chief reliance—the cut wood being used in official buildings and schoolhouses. Obviously no great social amelioration can be based upon “drudgery” and wood-cutting. Until a community is willing to teach its dependent unemployed some means of livelihood—in a word, honest trades—its efforts must be characterized as fundamentally insincere.

J. C.

The Making of a Merchant. By HARLOW N. HIGINBOTHAM.
Chicago: Forbes & Co., 1906. 8vo, pp. 210.

The first part of the book deals with various factors on which the foundation and advancement in business rest, the qualities that make a merchant, the details that spell success, the buying of merchandise, the treatment of employees, and the general organization and management of a department store. The last part of the book considers the different phases of credit—the qualifications of a good credit man, the difficulties and dangers of credit, the rewards and humors of the credit desk, and the storekeeper's credits and collections. The work is not of the research order, nor does it pretend to be. It is, as the above shows, essentially practical, and is more in the nature of a heart-to-heart talk addressed particularly to young men. The author is well qualified for his task from long experience in business, and possesses the happy faculty of literary expression so often lacking in business men. He not only knows business, but also knows how to talk about it. The book is full of good business advice, and is especially to be recommended to young business men.

UNIVERSITY OF ILLINOIS

GEORGE M. FISK